

# Current Happenings of Interest to Washington Automobile Owners

## AUTO SALES INCREASING, SAY DEALERS

Deny Charge That Failures Evidence Slump In Business.

Autoists are thoroughly aroused over the report published recently in several Northern papers to the effect that the recent money depression has seriously impaired their business. The failure of a leading manufacturer and of several New York dealers gave rise to the rumor, which has evoked a storm of protest, and none are more strenuous in denying the charge than Washington agents.

"Although money depression may be prevalent throughout the country, the fact remains that the big money concerns were never more thoroughly heart and soul in the automobile trade than they are today," said R. A. Klock, manager of the Dupont Garage.

"It is an unquestioned fact that the automobile is here to stay, and it is the only means of locomotion which meets the demands of the larger commercial enterprise," continued Mr. Klock. "The automobile for pleasure has taken just as strong a hold on the community, and this department of the industry is especially alive in Washington, owing to the class of residents of the Capital City. Of course, a young enterprise is bound to have its knocks, and the auto industry gets its full share of them, and it is a strong argument in favor of the trade that it is able to stand them."

### Thirty-three Per Cent Increase.

Wallace C. Hood, of the Motor Car Company, scotches the idea that sales are decreasing. "The Washington branch of our organization has sold one-third more cars this year than last," he said, in reply to a query as to whether the sales were decreasing. "The business this summer has been unusually good. As a matter of fact, we do not count on making sales in the winter months, but our sales have continued right through the summer, as announced from time to time in The Times when they were made. To show you that the factories expect no slump, I will state that they are placing their cars on the market unusually early, in order to increase their output. Peerless 1908 models will be on hand early in October, and we are already filling orders for new Stevens-Duryeas, the first car having been received last week."

"It is just as reasonable to say that horses will die out because they are used in racing as to say the auto is a fad," declares Mr. Flynn, of the Mitchell Garage. "Naturally, since the auto is comparatively new it is a fad, yet the people who took up automobilism as a pleasure continue to enjoy the fun. But I think it is a safe statement that 75 per cent of the cars in use in Washington are utilized for business purposes."

### Bicycle and Auto Not in Same Class.

"Another class of critics who are away off their compass course are the thinkers who come out occasionally with the wild assertion that the bicycle and auto crazes are analogous and that the auto will go the way of the bike. The bicycle was a form of exercise, the auto is an active factor in commercial progress. The demand must continue while the auto serves two purposes—that of an auxiliary to business life and also bears a decided relation to outdoor relaxation and travel."

"Prices may vary, and, of course, price, size, and workmanship regulate the price of a product. The aim of the Mitchell has always been to make the runabouts as comfortable and as durable as the touring cars. The difference in price affects the power and size only."

### New Territory to Be Conquered.

R. Jose, Washington agent for the Cadillac, proves that the Cadillac manufactory expects no decrease in its output by quoting the circular issued to its agents. "We are stocking up on material and preparing for 1908 so that deliveries may be made promptly throughout the country. We will be prepared to handle some new territory we have been unable to touch before because of lack of cars."

"There is such a thing as an auto fadist, of course," admits W. C. Long, of the Commercial Auto and Supply Company, "but our strong hold is among the business men, and we receive letters daily concerning the way which the auto facilitates the transaction of various departments of commercial enterprise. Five hundred 35-horsepower Waynes were sold this year and the factory is making special provision for the output of 1908 models, so large has the demand for this car become. In the coming year we expect the majority of our sales to be of high power runabouts. The auto business is not booming, for it has passed that stage. It is a steady growth. Tight money has very little effect upon our sales."

### CHANGE IN NAME.

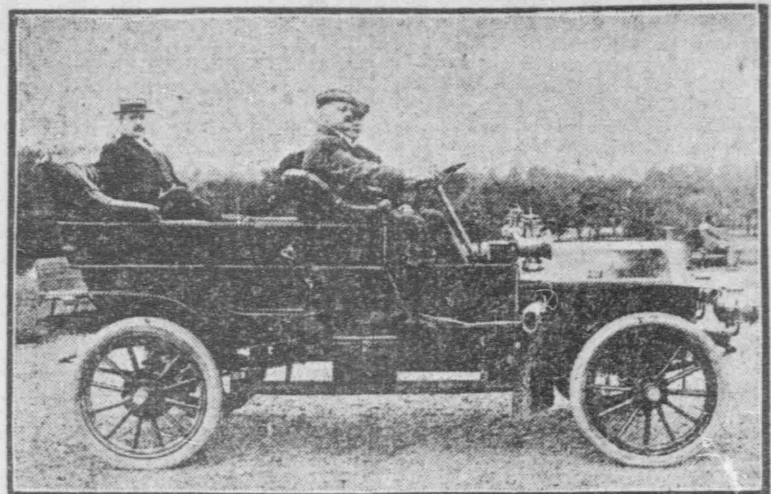
Pursuant to an order of the Supreme Court of New York State, the Matheson Company now bears the name of the Palmer & Singer Manufacturing Company. This company turns out a large output of automobiles in addition to products of its various other departments.

### HADLEY'S ADVENTURE.

President Hadley, of Yale, coming back to New Haven late one night, got into one of the cabs at the station, and, taking it for granted that the cabby knew who he was, said: "Drive fast, cabby." "All right, sir," replied cabby. The horse started off with a plunge, and kept up his rapid rate for half an hour, going up one street and down another.

Finally Dr. Hadley, seeing that he was being taken in the wrong direction from his home, stuck his head out of the window and asked: "Are you not going in the wrong direction, cabby?" "Hanged if I know, mister," was the astonishing reply; "where do you want to go?"

## This Model New to Washington



Henry A. Lehman and Dr. Walker in New Dragon Car.

## OUT OF TOWN CONDITIONS JUST AS GOOD

The following from a Philadelphia paper shows the prospects for the 1908 season to be as hopeful as they are in Washington:

In all cases where automobile dealers are now placing their orders with factories for next season cash deposits are required. Despite the closeness of the money market, all the responsible manufacturing companies are deluged with orders and many are practically sold up to their contemplated output.

As this state of affairs exists with practically all companies identified with the Association of Licensed Automobile Manufacturers, it is only fair to presume that it also reflects conditions in the industry as a whole, owing to the commanding position of that organization in the trade.

Comprehensive Data. Basing the assertion on accurate data covering the last ten years the association reports that though far from being an overproduction for the coming year there will be a market for all good cars that are to be built.

Some idea of the importance of the auto industry is gathered from the volume of exports for the coming year, which will reach \$10,000,000, while the total value of cars to be built will be something near \$5,000,000. The automobile business is no longer in the spasmodic period, but is settled to a steady, all the year basis.

Horse to Be Supplanted. The death knell of the horse cab is soon to be sounded, for the town cars and motor taximeter cabs are being built and should eventually supplant the former mode of transit in big cities. The market at present for motor cars, too, is practically in its infancy.

This new branch of industry in itself would open an immense field for the manufacturers. Newspapers, real estate houses, banks, and professional men, are but a few other examples where the automobile is now a necessity as a part of the business equipment. This all reflects the general condition of the motor industry, which is rapidly growing despite stock market fluctuations and poorly directed ventures.

Unbiased Editorial Opinion on Alleged Slump in Auto Trade. (From the New York Journal.) Foolish prophets are predicting the end of "the automobile boom" simply because one of the best and most honorable automobile concerns was forced into temporary difficulties by the money stringency.

There is no such thing as an "automobile boom." As well talk about a locomotive boom or a trolley car boom. Man's great problem is "to conquer distance." The automobile is a great and permanent factor in the conquering of distance. It will last as long as a necessity to travel. He who makes a good automobile, of honest value, high in price or low price, is a double benefactor and a necessary citizen, and he cannot fail of success.

We call the attention today of all citizens, especially farmers and suburban dwellers, to the extraordinary development of the small, low-priced automobile, and especially what is called "the buggy type motor car."

In the August issue of Motor, which is the recognized organ in America of the automobile trade, there are printed five full pages of pictures of these useful and very low-priced cars. Many of them are built like the regular farmer's buggies. They have pneumatic tires—no puncture. They range in price from \$250 up. They represent a marvelous development in mechanics. Ten years from now there will be hundreds of thousands of these machines all over the country.

The gasoline engine is becoming a necessity on the farm. Every farmer soon will know how to manage a gasoline engine, and consequently how to manage a simple automobile. Eventually denatured alcohol will take the place of gasoline. The farmer will produce his own fuel, he will carry himself and his family around in his alcohol automobile, he will carry his goods to market or to the railroad station in the same way.

The high-power, \$5,000 automobile is a wonderful machine. It has come to stay. The \$1,000 family vehicle, efficient, inexpensive, reliable, is a marvelous machine. It has come to stay. The farmer's automobile buggy is already successful. It represents a future business of tens of millions annually. The automobile truck and delivery wagon will drive every workhorse from the streets of cities before the century is ten years older.

The automobile business is in its infancy, and only a fool would predict its collapse.

### WORLD RECORD SMASHED.

BOSTON, Mass., Aug. 31.—Walter Christie drove his automobile a mile in 32 seconds at Readville today, breaking the world's record by one second.

## Metropolitan Autoists Plan Racing Track

Improvement of Old Morris Course Contemplated by Gotham Drivers.

NEW YORK, Aug. 31.—The proposition to improve the old Morris Park track seems an inviting one to the metropolitan autoists. Such a track has been wanted in New York, and if the people behind the new scheme make the track a safe and fast one there is little doubt that it will be a success.

It is proposed to raise the corners of the present track and coat the entire surface with dust laying preparations, which in itself is an important feature, as the owners of horse tracks now used in the metropolitan will not allow their tracks to be used for automobile events. The Morris Park track is in the hands of a realty company, and was to have been cut up into building lots, and in fact this, it seems, will be the ultimate disposition of the property. The owners, however, profess to see good in an automobile track, but unless considerable money is expended in order to make the track safe and fast the new track will not be popular or a paying investment.

### Facilities Lacking.

The want of facilities to reach the track at Morris Park has been one of its drawbacks, and the most engineered on the present track by the American Automobile Association three years ago did not draw the attendance expected, and from a money-making standpoint it was not a success.

It is reported that the Automobile Club of America will hold the first meet on the improved track in September, and, as the above club under the management of the secretary, S. M. Butler, has always had success in its promotions, the track should have a great meet as its initial venture. The people behind the new venture might, with success, try a broad track, so built that a speed of two miles per minute might be attained. Many persons believe that a broad track is the fastest that can be built.

## MOTERING DON'TS

Don't attempt to ford any stream until its depth is known.

Don't be afraid to inquire for the road from any person you meet, while sometimes not very authentic, is usually in the right direction.

Don't take people's word that you cannot miss the road; note every detail of the instructions, planning to go from one large city to another, passing through smaller ones.

Don't run your machine when it has an unknown noise without investigating its cause.

Don't forget to watch your oiling system carefully, especially the jackshaft, transmission, and other parts.

Don't adjust a carburetor until you are sure the trouble is not in the ignition system.

Don't miss an opportunity of turning the hose on the machine, washing off mud to look for broken springs, spring clips, and loose bolts.

Don't try to make three cylinders do the work when you have four.

Don't attempt to start the motor with a leaky carburetor without first turning off your gasoline at the source of supply. A back-fire may cause trouble.

Don't attempt to ford a stream and shift your gears in the middle; start in on low speed with the determination of driving through without disconnecting your clutch.

Don't try to make it run better when running all right.

## EGGS BY MILLION NEEDED FOR HOSPITALS IN PARIS

PARIS, Aug. 31.—There is great work ahead for the hens of France. The committee of the Charity Organization Society has asked for contracts to be submitted for the supply of the eggs that will be required by the Parisian hospitals during the coming year.

There will be needed 3,500,000 eggs. It is calculated that as one hen lays during the year not more than 200 eggs, a little tribe of seventeen to eighteen thousand layers will have to devote themselves to this task. To carry this number of eggs twenty-three railway wagons are required.

## Maintenance Of Autos Low Trials Prove

Cost of Keeping Car Much Lower Than Generally Supposed.

One of the most important questions that arises in the mind of an owner of an automobile is the cost of maintenance of his car. It is very difficult for one who does not look personally to the keep of his car to determine the four points which enter into its maintenance.

How long will an automobile last? What does it cost to operate it? How many miles will it run on a gallon of gasoline? How long will the tires wear?

These are probably the four important factors in the life of an automobile. In some cases an automobile, in the hands of a competent driver, will give a great deal more satisfaction, at a minimum cost, as compared to the same car in the hands of a less experienced man.

Systematic Effort to Determine Cost. To determine the average cost of maintaining and operating an automobile, an enterprising manufacturer has just compiled statistics, showing that with judicious handling, and the ordinary care that should be accorded an automobile, the amount to support a machine is not nearly as great as most people believe. The Cadillac Company determined recently to discover the cost. It sent invitations through the newspapers throughout the country and to owners of single-cylinder Cadillac's, asking them for sworn statements as to the total expense incurred in the maintenance of their car. Of those who responded, hundreds were willing to make statements of the approximate cost of running their cars, yet none of these was used.

Only the actual costs, sworn before a notary public and witnesses, were accepted. One hundred and sixty-four statements were received, coming from thirty different States, which show records of cars that have been used on all kinds of roads and under all sorts of conditions. From the data received, the following statistics were compiled: The mileage gotten out of the cars varied considerably, ranging from 50 to 32,000. Many of the affidavits showed a mileage of 20,000, and nearly 50 per cent had gotten over 10,000 miles out of their car. The total combined made over 1,500,000 miles, or, to be exact, 1,555,427, average of this being 9,661 miles per car.

Gasoline Consumption. The gasoline consumption afforded great interest, one car running as low as 2-3 miles per gallon, while another ran as high as 32 miles per gallon. Forty per cent of the number have claimed to get over 20 miles per gallon, while the average of all is a trifle over 18½ miles per gallon.

The cost of repair—this amount ranges from practically nothing in some cases to several hundreds of dollars in others. The total amount of repairs, not including tires, for the 164 cars was \$6,881.29, or an average for each car of \$42.74. For the average length of time the cars have been used (one year, seven months and twenty days), it means an average of \$2.17 per month, or less than 31 cents per week. Another way to compute the cost would be to total the distance traveled, taking 10 cars totaling 1,555,427 miles and with the total cost for repairs \$6,881.29. It means that the cost of the upkeep averages .00439 per mile or in other words only 44½ cents per 100 miles that is traveled. That certainly is cheaper than walking. In considering these figures do not overlook the number of passengers carried. Some were runabouts carrying one or two, and sometimes three passengers, while others were four-passenger cars carrying five or six passengers. The average as shown by affidavits was nearly three and one-half persons, so it would make this expense less than 15 cents per 100 miles for each passenger.

Cost of Gasoline. The next item of expense is that of gasoline. The sworn statements show that the miles obtained per gallon run from as few as nine and two-thirds up to as high as several who got twenty-three or more, and one as high as thirty-two miles per gallon. Take the average of the lot, it shows eighteen and thirty-four one-hundredths of a mile over eighteen miles per gallon. Equipped with the cost of gasoline varies in different parts of the country, but may probably be averaged at 18 cents a gallon; it would then make the average 1 cent per mile per car for fuel, or less than 1-3 of a cent per mile per passenger.

To obtain the amount of expenditures for tires, which in some cases had been included in the repair expenses because many owners do not keep separate expense accounts, 200 dealers throughout the country were asked the following questions:

What is the longest time you have known a set of tires to wear? What is the greatest number of miles you have known a set of tires to wear?

### Automobiles.

RUNABOUT, like new; lamp, horn, etc.; \$165. 3257 O st. n.w.

I HAVE a two-cylinder Model C Wayne Touring Car for sale. It is the car used in the local automobile show, and for demonstrating purposes. Has only been in private use a short time. Equipped this week with new Sheller Carburetor, Timer, Switch, Chain and Spruett. Recently ran to Atlantic City in 2 hours with five passengers. Let me show it to you. Address BOX 265, Times office.

4-CYLINDER Wayne touring car; owner leaving city; will accept reasonable offer at once. Address BOX 364, Times office. au30-31

ACCOMMODATIONS for automobile in stable near 129 N. st. n.w.; electric light, concrete, water; wide alley. au30-31

## A WRECKING CREW



Otto Jacobi, in His Columbia Car, With Autoists Picked Up Near Winchester From Two Broken Down Machines.

## Directory of Local Automobile Dealers; Cars They Represent

Car.	Garage or Company.	Location.
Atlas	Maxwell Agency	1828 L st. n.w.
Auburn	Auburn Auto Co.	1312 Stanton court.
Autocar	Pope Automobile Co.	317 Fourteenth st. n.w.
Aerocar	J. B. Maxwell	829 Fourteenth st. n.w.
Bulck	Luttrell Co.	1711-1713 Fourteenth st. n.w.
Babcock	Luttrell Co.	1711-1713 Fourteenth st. n.w.
Baker	Cook & Stoddard	Twenty-second and P sts. n.w.
Columbia	Dupont Garage	2020 M st. n.w.
Cerbin	Dupont Garage	2020 M st. n.w.
Cadillac	Cook & Stoddard	Twenty-second and P sts. n.w.
Dragon	Dewey Garage	1319 L st. n.w.
Dracac	Cook & Stoddard	Twenty-second and P sts. n.w.
Elmore	Charles C. Hughes & Co.	643-5 Maryland ave. n.e.
Ford	Charles E. Miller & Bro.	1105-7 Fourteenth st. n.w.
Franklin	Cook-Stoddard	Twenty-second and P sts. n.w.
Glide	L. P. Dorset & Co.	Seventeenth and U sts. n.w.
Jewel	Capitol Hill Garage	515 B st. s.e.
Legard	Commercial Auto & Supply Co.	1313 New York ave. n.w.
Lambert	S. G. Meeks' Sons	622 G st. n.w.
Laemmle	Pope Auto Co.	317 Fourteenth st. n.w.
Mitchell	Mitchell Garage	1028 Connecticut ave.
Maxwell	Maxwell Agency	1828 L st. n.w.
Oldsmobile	J. A. Lutz	Fourteenth and R sts. n.w.
Pope-Toledo	Pope Automobile Co.	317 Fourteenth st. n.w.
Pope-Hartford	Pope Automobile Co.	317 Fourteenth st. n.w.
Peerless	Motor Car Co.	1315 New York ave.
Pierce-Arrow	Cook & Stoddard	Twenty-second and P sts. n.w.
Pope-Tribune	Pope Automobile Co.	317 Fourteenth st. n.w.
Rambler	Capitol Hill Garage	515 B st. s.e.
Road	Charles E. Miller & Bro.	1105-7 Fourteenth st. n.w.
Stevens-Durpan	Motor Car Co.	1315 New York ave.
Stanley	Lockwood Garage	1315 New York ave.
Standard-Dayton	Maxwell Agency	1828 L st. n.w.
Thomas	Motor Car Co.	1315 New York ave. n.w.
Walman	Dupont Garage Co.	2020 M st. n.w.
Wayne	Commercial Auto & Supply Co.	1313 New York ave.
White Steam	Cook & Stoddard	Twenty-second and P sts. n.w.
Waverly	Pope Automobile Co.	317 Fourteenth st. n.w.
Winton	H. G. Wagner	338 F street.

you have known a set of tires to run? If a customer were to ask you as to about how long or how many miles a set of tires could be expected to last, with proper care, what would you tell him?

### Answers Vary.

To the answers to the first question were: "In about two years." In some cases less, and in several cases three years, and one answer was four years.

To the second question the answers were all the way from 4,000 to 15,000 miles, but the majority run along from 6,000 to 9,000 miles. Regarding the third question, there was a wide difference of opinion, but they averaged up between one and two years, and from 4,000 to 10,000 miles, many replies being qualified by the statement that it would all depend upon the carelessness of the operator and the roads he would have to travel. It certainly is commendatory not only to any one car, but to the whole industry, when after a careful canvass of over 150 automobile owners, it is authentically estimated that the cost of upkeep of a carefully operated car, renders the cost of transportation, per mile, less than any other means of locomotion.

Howard Gill, president of the Motor Car Company, accompanied by Mr. Kirkpatrick, sales manager of the Peerless Company, and a party of friends left Washington on Wednesday in a 45-horsepower Peerless for an extended trip through the States of New York and New Jersey.

## Look These Over

45-H. P. Peerless, seats 5, cost \$5,250, will sell for \$2,750.  
30-H. P. Peerless, seats 5, cost \$4,250, will sell for \$2,500.  
30-H. P. Thomas Flyer, seats 7, cost \$4,250, will sell for \$2,250.  
20-H. P. Stevens-Duryeas, seats 5, cost \$2,650, will sell for \$1,650.  
These cars are all in perfect running order, and we will be glad to demonstrate to you at any time.

1315 New York Avenue  
WALLACE C. HOOD, Manager.  
Phone Main 2489.

## AUTOMOBILE SHED FOR QUARTERMASTER

New Building Not For Use of "Auto Officials."

Permanent Cover for Machines to Be Constructed Within Year.

The construction of a temporary automobile and bicycle shed in the north court of the State, War, and Navy building led to rumors yesterday that the shed was being put up for the benefit of the "automobile officials" of the three departments. This rumor started because of the fact that a number of the officials come and go daily in their automobiles, there being more machines corralled in the court of the building than about any other Government building in the city.

It was particularly noted that the three Cabinet members—Secretary Root, of the State Department; Secretary Taft, of the War Department, and Secretary McCall, of the Navy Department, seldom ride in an automobile. The Assistant Secretary of each department seldom uses anything else but an automobile. Assistant Secretary Bacon, of the State Department; Assistant Secretary Oliver, of the War Department, and Assistant Secretary Newberry, of the Navy Department, each has one or more automobiles. Third Assistant Secretary Wilson, of the State Department, also comes to work in his machine, as do several of the army and navy officers on duty in the building.

Inquiry developed the fact, however, that the machines of these officials will still have to stand out in the weather if they remain in the court and that the unsightly pine board shed is being put up for the shelter of the automobiles of the Quartermaster General's Department of the army. Several machines are kept almost constantly in use, and it has been decided to provide a shelter for them. The shed will accommodate six machines at one time. A permanent shed will be constructed within another year.

## Demand For Distinction By Autoists

What is an amateur in the automobile world?

There is hardly a day that the question is not asked and few there are who can or will tell.

Apparently the division line between the professional and amateur driver of automobiles is air to be pushed away with one good strong breath. The promoters run amateurs and professionals together, the real difference being the apparent refusal of the amateur to accept cash. The drivers want a line drawn and drawn soon and when that line has been so established that it cannot be crossed, then an amateur class of drivers will be found for real amateur races.

Today an amateur owner enters his car in an amateur race, and he puts a professional in the seat and stands at the side lines to cheer him on to victory against amateurs who are driving their own cars. And that is called amateurism. Today a man enters for a race against amateurs and finds professional, members of the trade, competing against him. He objects, but it does no good.

The A. A. A., supposedly in the control of the sport, has made no real endeavor to draw the line. The Morris Park Motordrome is to be the scene of real amateur races however, and the management of the new automobile race track will endeavor to create an amateur class until such time as the A. A. A. shall create such a class by defining the pure amateur in such a way that no errors may be made.

## THE DEWEY GARAGE

1319 L Street Northwest  
Dragon Touring Car and Runabout Agency

Dragon Points of Popularity  
RELIABILITY—Designed as a unit and built for strength, combined with lightness. Keeps out of the shop—keeps going on the road.  
SIMPLICITY—Meant for the average man to buy, run, keep up, and get pleasure out of—not worry and repair bills.  
ENOUGH SPEED—Rated by power actually applied to rear wheels and not by table of theoretical results—but 48 miles is fast enough for anyone.

Let Us Show You the Merits of This Car

## AUTOMOBILE BARGAINS

Wayne Touring Car, new tires, canopy top, generator, searchlights, etc., all in good condition.  
Elmore Touring Car—excellent car for the money.  
Olds Runabout—just the car for business purposes.  
Maxwell Runabout—almost new.

## THE DEWEY GARAGE

1319 L Street Northwest  
Phone North 4351